

VP sales US in the aerospace domain

SYNTONY GNSS is a global leader in GNSS domain, particularly in Test & Measurement applications, GNSS coverage extension for underground and SDR Receiver.

Major industrials and operators in more than 20 different countries around the world, in all continent are using SYNTONY's solution & products. In the US, the New York subway, Onweb Satellites, Maxar, Honeywell, among many others, are some of our direct customers.

Our SDR (Software Defined Radio) technologies are changing the paradigm of the market & applications in which we are working, offering new possibilities, making us able to solve challenges people thought were impossible to achieve.

Our ever growing team has world class expertise in the fields of global navigation satellite systems, SDR, Test & Measurement, high precision and high integrity navigation. The main domains we are involved include space, aeronautic, automotive, rail, and mining, and Syntony is recognized as a major innovator, leading the path to more precise and secure navigation for everybody.

Our HQ and R&D is based in Europe (France), completed by Syntony Corp (US based company) and Syntony Navigation (Canada).

<http://www.syntony-gnss.com>

You will have the responsibility and ownership of driving the company orders, and revenue, for your specific vertical market segment within the USA. This will include owning and fostering existing and new customer relationships during the complete lifetime of the customer experience.

You should be highly motivated and passionate about this role as you will be the face and the evangelist of the company when interacting with customers. This will include being responsible for representing/driving all customer initiatives in order to ensure success and aggressive market share growth within the USA.

Roles & Responsibilities

- Be an early member of a quickly expanding global sales team.
- You will be responsible for establishing and managing sales, either direct, with partners and/or through channels:
 - Own the end to end sales process - prospect to close - for bringing Syntony GNSS solutions to companies within the USA.
 - Prospect into potential customers through a combination of targeted strategic account selling and direct pipeline leads follow-up.
 - Paint the Syntony GNSS vision and opportunity for prospects through a combination of ROI and qualitative value propositions.
 - Understand the technical requirements of each customer and work closely with application engineering to guide the direction of our product offerings and solutions.
 - Build strong relationships within prospects and customers for Syntony Corp to drive deals to closure.
 - Travel to visit customers, channel partners, various company locations and attend trade shows (up to 25%-50%)

- Partner with other Syntony GNSS teams (e.g. marketing, operations, and product management) to improve our go-to-market narrative and execution.

Qualifications & Experience:

- 5 to 10 years of business development or account management experience preferably with experience selling high-tech solutions in at least one of the following verticals; GNSS, aerospace & defense, autonomous vehicles, Rail;
- Experience selling deals with an annual value above \$1M.
- Know how to navigate cross-functionally within an enterprise/partner to map stakeholders, build champions, generate buy-in, and close deals with VP and C-Level decision-makers.
- Ability to be flexible across different US time zones. Preferably based in East Coast
- Executive presence with the ability to represent and present in front of an audience.
- Relevant technical knowledge, such as satellite radio navigation with an ability to go deep enough on technical aspects to differentiate between varied navigation services/products.
- Strong skills with CRM solutions such as SalesForce.
- Excellent communication and writing skills with the ability to be both technical and analytical.
- Strong team player who is passionate about being a part of a fast-moving and entrepreneurial company.

Benefits:

You'll have access to industry-leading products with diverse applications within some of the most interesting and exciting projects worldwide.

Syntony Corp offers various medical plans per state, providing a comprehensive level of medical coverage.

SYNTONY is committed to providing Equal Opportunity in Employment, to all applicants and employees regardless of, race, color, religion, gender, age, national origin, military status, veteran status, handicap, physical or mental disability, sexual orientation, gender identity, genetic information or any other characteristic protected by law.

Submit your resume at: jobs@syntony.fr.